



UNCLASSIFIED



IRAQI LIGHT ARMORED VEHICLES

PRE-PROPOSAL CONFERENCE

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Technical Factor

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*Committed to Excellence - Supporting America's
Warfighters*

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SALIENT TECHNICAL FEATURES

- Armored Vehicle with All Wheel Drive
- Automatic Transmission
- Capability of Carrying 2 Crew Plus 8 Squad Members
- Armor Protection Against 7.62 and 5.56 AP Rounds
- Survivable Against Medium Size Mine Under any Wheel
- Weapon Station Ring Mount for PKM 7.62mm Machine Gun
- Ability for 2 Personnel to Ingress/Egress from the Rear Simultaneously
- Run Flat Tires
- All Individual Components Shall be Rated at the Gross Combination or Gross Vehicle Weight, whichever is Higher.



TWO PHASE TECHNICAL EVALUATION

- PHASE I – GO/NO-GO
 - THRESHOLD REQUIREMENTS
- PHASE II –
 - OBJECTIVE PERFORMANCE CAPABILITIES



THRESHOLD PERFORMANCE CAPABILITIES

- The following threshold **categories** will be evaluated in Phase I on a Go/No-Go Basis:

- Standard Equipment
- Color
- Towing
- Engine
- Transmission
- Steering
- Tires
- Electrical Equipment
- Vehicle Characteristics
- Performance
- Weapon Accommodation
- Vehicle Survivability
- Brakes



Example TIQ Questions – Threshold Requirements:

2. STANDARD EQUIPMENT:

- (a) How many interior dome lights are in the crew area? Unanswered *
Unanswered
1
2
See comments
- (b) How many interior dome lights are in the squad area? Unanswered
- (c) Headlights? Unanswered
- (d) Brake lights? Unanswered
- (e) Taillights? Unanswered
- (f) Turn signals? Unanswered
- (g) Exterior rearview mirrors? Unanswered
- (h) Windshield wiper/washing system? Unanswered
- (i) Fire extinguisher with mounting bracket in crew area? capacities? Unanswered If yes, location and capacities? Unanswered
- (j) Fire extinguisher with mounting bracket in squad area? capacities? Unanswered If yes, location and capacities? Unanswered
- (k) Engine compartment fire extinguisher system? activation handles? Unanswered If yes, location and number of activation handles? Unanswered



PHASE I EVALUATION

- Phase I is an evaluation of the Offeror's technical proposal. This evaluation will be on an acceptable/not acceptable basis. Any Offeror's proposal assessed as not acceptable in Phase I will no longer be considered for award.
- To be considered ACCEPTABLE, the technical proposal must present an approach to the equipment that is assessed as **reasonably likely to meet requirements without major re-design or modification**. The available technical documentation, including such items as commercial literature, specification sheets, and sample commercial vehicle shall be provided, where necessary, to support a conclusion that the **approach is feasible and practical**. Supporting documentation shall be generally clear and demonstrate an **understanding of the overall requirements**.
- **In Phase I**, Technical performance **beyond the minimum acceptable**, as defined by this solicitation, **will not be given extra evaluation credit**. **In Phase II**, **extra evaluation credit will be given** for Objective Performance Capabilities **beyond the threshold** (minimum acceptable), as defined in the solicitation. The end result of Phase I will be on an acceptable/not acceptable basis.
- **FAILURE TO COMPLETELY AND PROPERLY RESPOND TO THE TIQ MAY RESULT IN YOUR PROPOSAL BEING REJECTED**



PHASE I RESULTS NOTIFICATION

- When the Phase I evaluation has been completed, an Offeror who has been evaluated as not acceptable will be notified
- Offerors who are evaluated as not acceptable for Phase I, will not be considered for award



OBJECTIVE PERFORMANCE CAPABILITIES

- The following capabilities will be evaluated in Phase II. They are ranked by relative importance:
 1. Vehicle Survivability (Unbounded)
 2. Acceleration (0 to 20mph in 6 sec on level highway)
 3. Ground Clearance (24 inches)
 4. Vertical Obstacle Negotiation (24 inches)
 5. Road Speed (65 mph on level highway)
 6. Range (450 miles)
 7. Additional Side Doors/Hatches



Example TIQ Questions – Objective Requirements:

15. PERFORMANCE:

- (a) Is the vehicle capable of being started and operated in temperatures ranging from -20 to 130 degrees Fahrenheit without addition of starting kits? Unanswered If yes, what is the starting and operating temperature range for the vehicle?
- (b) Provide the number of fuel tanks, capacity, and location(s) of each:
- (c) Is the vehicle provided with a fuel tank(s) of sufficient capacity to facilitate the **threshold** range for the vehicle at GVW of 200 miles? Unanswered If a larger range is being proposed, answer the following:
 - 1**) Given the **objective** of 450 miles, what is the vehicle range at GVW?
 - 2) Provide supporting/substantiating data, etc.:
- (d) Is the vehicle capable of operating 90% of mission on paved and unpaved roads and 10% off road (trails)? Unanswered *
- (e) Is the vehicle capable of operating at reduced speeds off road in a range of environments including sand, mud, loose soil and gravel? Unanswered
- (f) Is the vehicle capable of passing through light or medium vegetation and light man made structures? Unanswered If yes, what specific features does the vehicle have that support this requirement?
- (g) Is the vehicle, at GVW, capable of obtaining the **threshold** top speed of 50 mph on a level highway? Unanswered If a higher top speed is being proposed, answer the following:
 - 1**) Given the **objective** top speed, at GVW, on a level highway of 65 mph, what is the top speed of the vehicle?



PHASE II

Objective Performance Capabilities

- Under the Objective Performance Capability factor, the government will evaluate the extent to which the offeror credibly proposes to exceed threshold requirements up to the objective performance levels.
- Proposed prices and technical rationale has to support a **low risk** or no additional consideration will be received.
- Additional consideration will not be given if the risk of other requirements is increased when trying to achieve the proposed objective performance level.
- Proposals that credibly exceed the minimum requirements while continuing to meet the remaining contract requirements at no greater than low risk will be considered as proposal strengths.
- Increased Vehicle Survivability will provide unlimited consideration assuming it continues to meet remaining requirements at a low risk level.



TECHNICAL PROPOSAL

-BEYOND THE TIQ-

- Examples of additional information required from the Offeror:
 - Tractive Effort to Speed Curves
 - Commercial Brochures
 - Major Component (e.g. engine, trans, axles) Spec Sheets
 - Test Data
 - Modeling and Simulation
 - Etc.....



REMINDER!!

**FAILURE TO COMPLETELY AND
PROPERLY RESPOND TO THE TIQ
MAY RESULT IN YOUR PROPOSAL
BEING REJECTED**



VEHICLE SHAKEDOWN TEST

- To determine the contractor's capability to produce a vehicle in accordance with the specification, one vehicle will be delivered to Aberdeen Proving Grounds (APG) for testing.
- ILAV Shakedown Test:
 - One Vehicle will be Visually Inspected and Physically Tested to Table 1 of the Shakedown Test and Inspection Plan
 - One Production Configured Vehicle – 3,000 miles
 - 80% (2,400 miles) flat hard roads
 - 20% (600 miles) off road conditions
 - The flat hard road test will entail several 50-100 mile scenarios simulating urban missions.
 - The off road test will entail several 50-100 mile scenarios simulating off road missions.
 - Vehicle is required to pass all test scenarios (visual and physical)
 - If failure(s) occur a detailed Failure Analysis, Corrective Action Report (C.3.1.1) is required (C.3.1.1)